

Message Text

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64

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DRAFTED BY BEWT/COMM J.B. KAY (558)

APPROVED BY EB/OCA/REP:LKLIEFORTH

R.F. STECHSCHULTE-BEWT/COMM

S.R. ABRAHAMSON-BEWT/COMM

J. ELLIS-BEWT/COMM (SUBST.)

R. CHRISTENSEN -EUR/EE/STATE (SUBST.)

EB/IIP/EWT:SHAAS

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R 232115Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY SOFIA

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E.O. 11652:N/A

TAGS: BEXP, BU

SUBJECT: TRADE OPPORTUNITY - FRUIT HARVESTERS

REF: SOFIA 1641

(BEGIN UNCLAS)

1. COMMERCE PASSED REFTTEL TO MESSRS. FRIDAY AND
PLANKENHORN AT FRIDAY TRACTOR COMPANY, HARTFORD, MICHIGAN.

2. COMPANY REPORTS THAT CHERRY HARVESTING EQUIPMENT
COMPLETELY SOLD OUT FOR 1975 AND THAT THERE IS A WAITING
LIST FOR THIS MACHINE. COMPANY WOULD BE INTERESTED IN
DISCUSSING SALE OF APPLE HARVESTER AND PRUNING MACHINE ON
CONDITION THAT BULGARIANS ASSIST FIRM IN LINING UP
SHIPPING SPACE.(END UNCLAS)

3. FYI BULGARIANS VISITED COMPANY ABOUT A YEAR AGO
TO INSPECT MACHINERY. FIRM STATES THEY SET ASIDE ONE
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MACHINE FOR BULGARIANS BUT AFTER FIVE MONTHS OF

TRYING WAS UNABLE TO ARRANGE SHIPMENT AND DROPPED THE PROJECT. NO CONTRACT HAD BEEN SIGNED. COMPANY REPORTEDLY WAS UNABLE TO OBTAIN ASSISTANCE FROM AGROMACHIMPEX OR COMMERCIAL OFFICE IN NEW YORK ON THIS POINT. AS FRIDAY IS A SMALL FIRM WITH NO EXPORT DEPARTMENT, AND CANNOT FILL ALL ITS DOMESTIC ORDERS, IT UNDERTAKES LIMITED EXPORT BUSINESS. FOR THIS REASON IT IS RELUCTANT TO PURSUE BULGARIAN MARKET WITHOUT ASSISTANCE. END FYI.
INGERSOLL

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